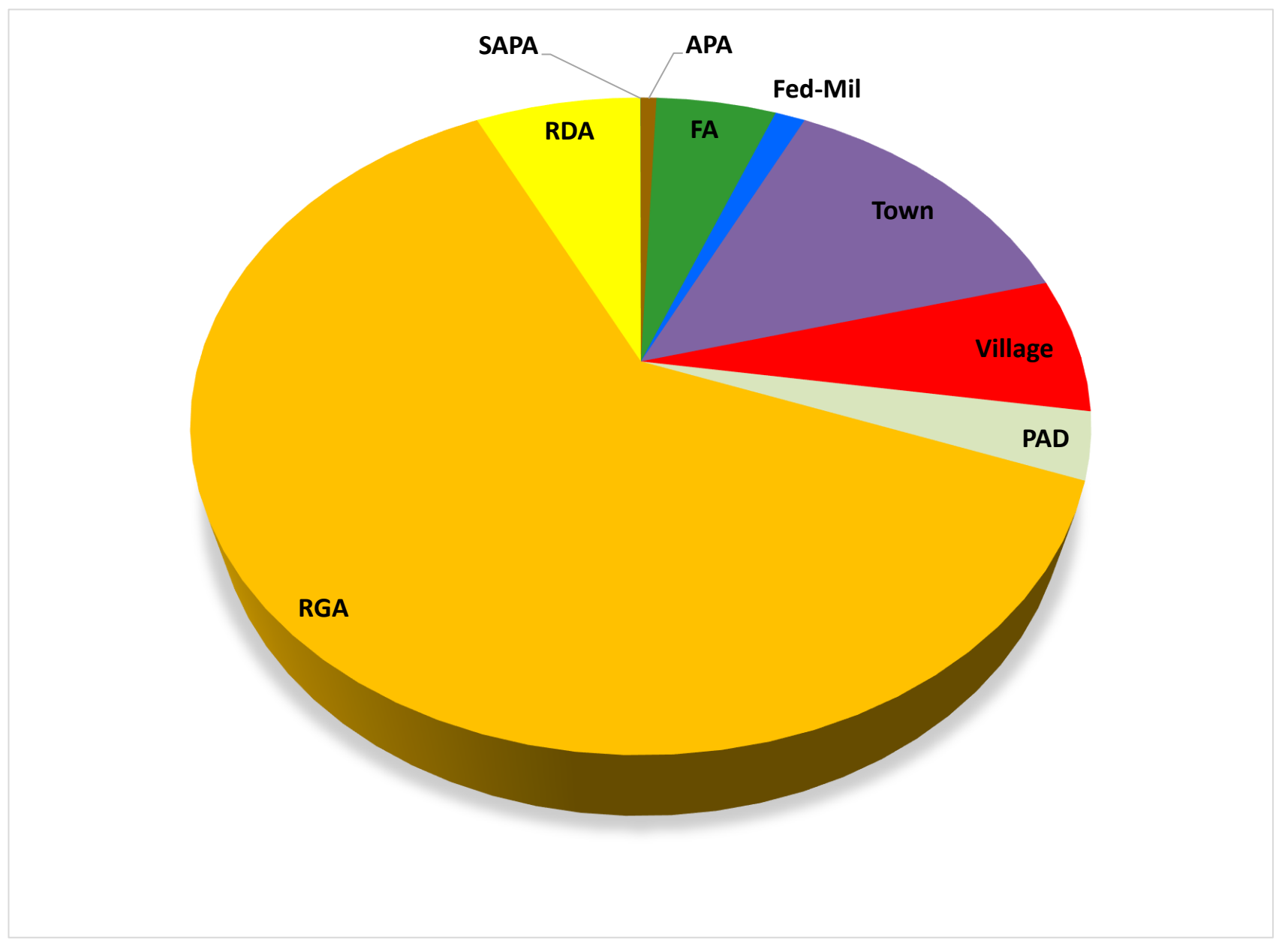




Actual and Projected Fees

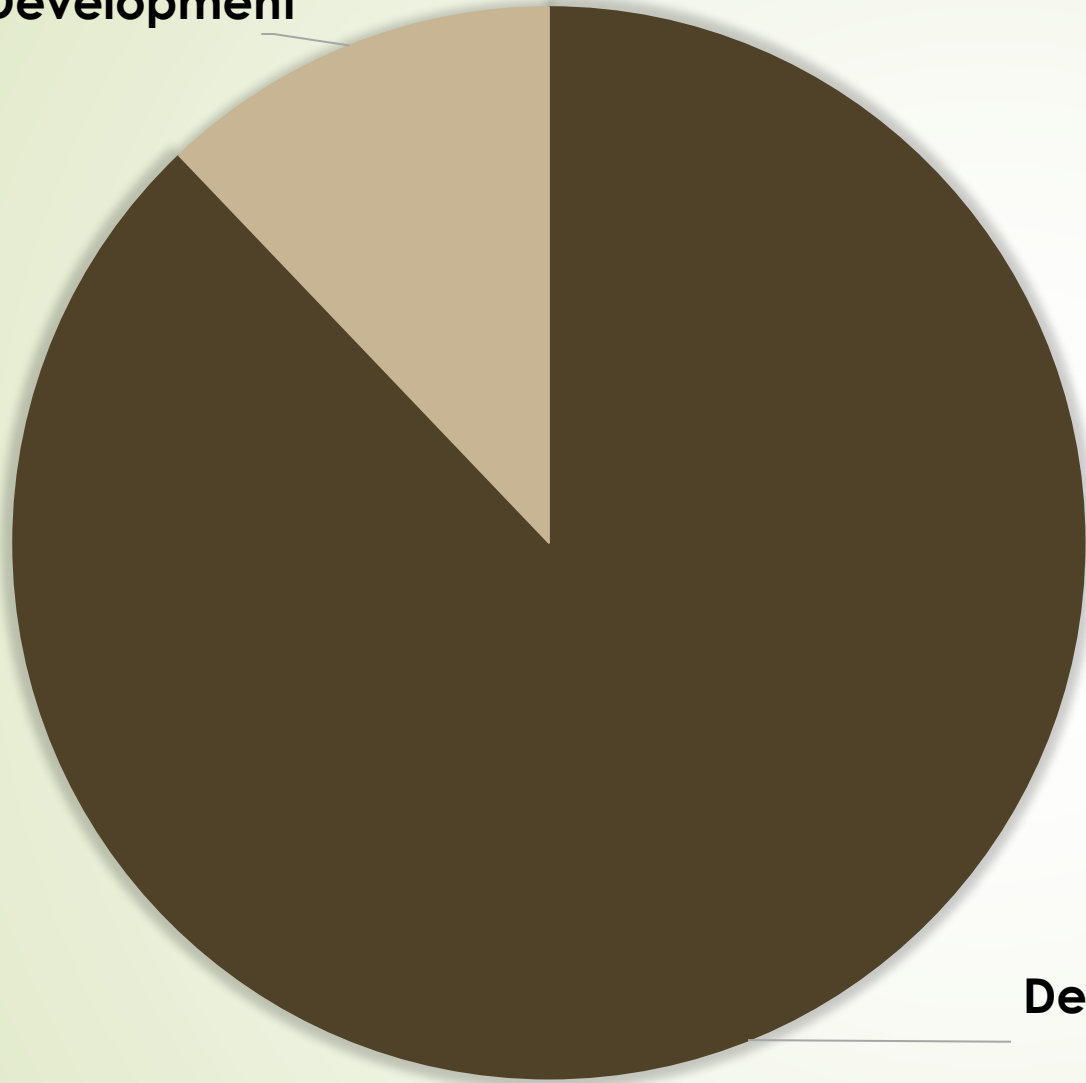
FY23 (7/1/22-6/6/23)

Application Fees by Management Area



Some project span multiple management areas:
proportions are approximate

**Public
Development**



**Private
Development**

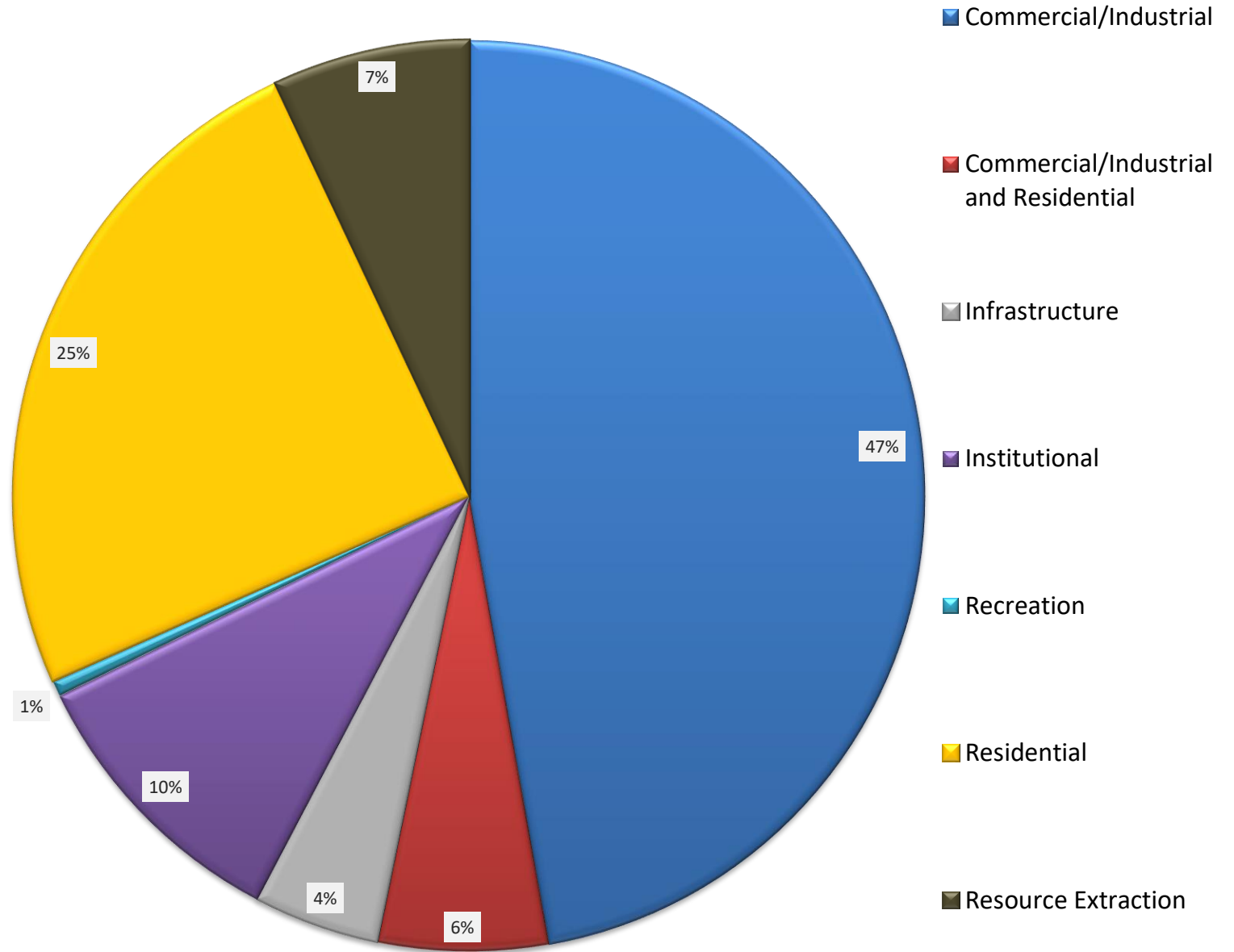


Proportions of
Net Fees from
Public
Development
and Private
Development
Applications

FY23

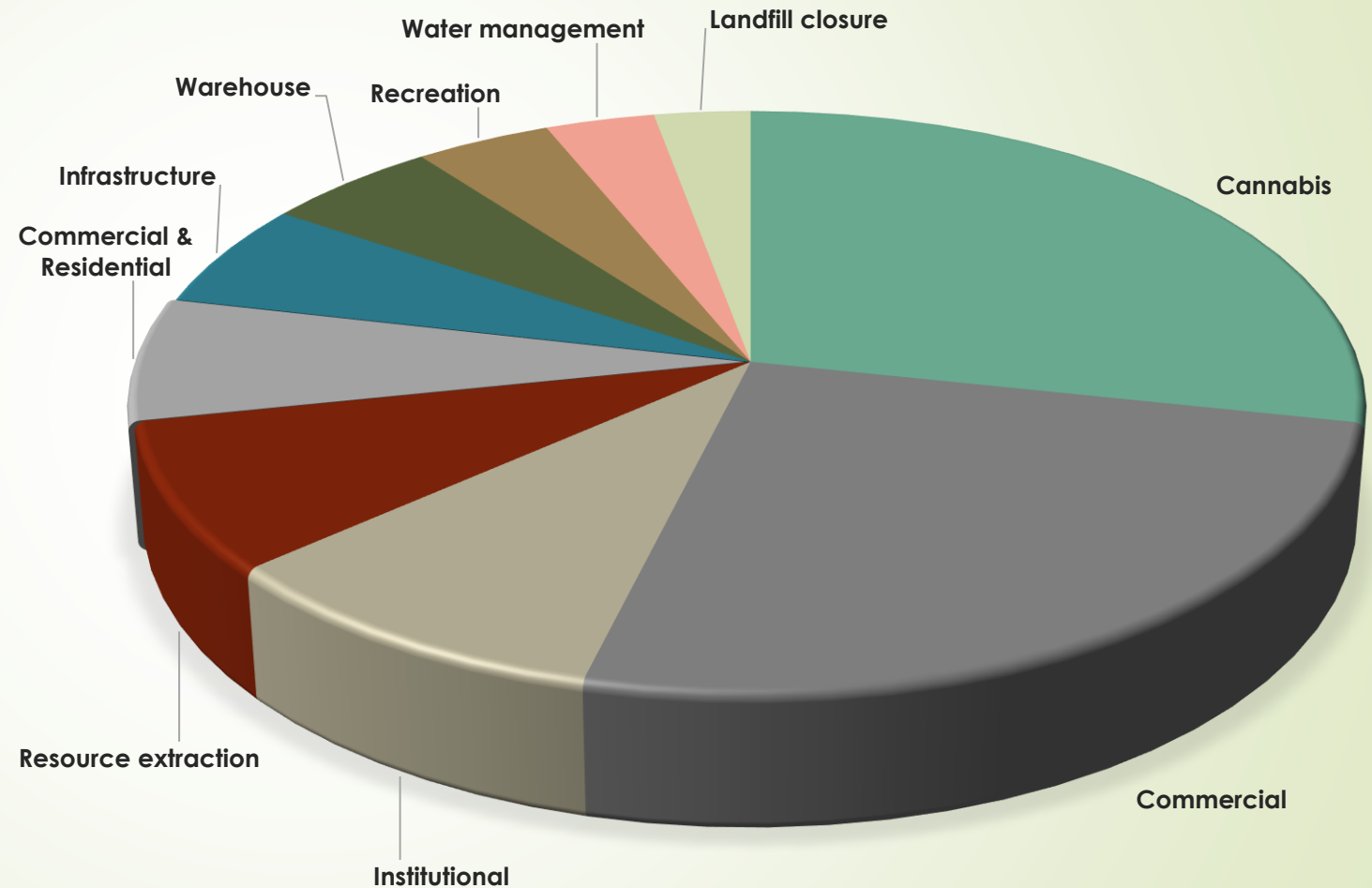
Proportion of All Net Fees Categorized by Development Type

- Net unrefunded fees
- Residential development includes subdivisions, demolition of 50-yr old or greater
- Commercial/Industrial includes retail, restaurant, home occupation, warehouse, cannabis, etc.
- Commercial/Industrial and Residential is a mixed-use development with residential component

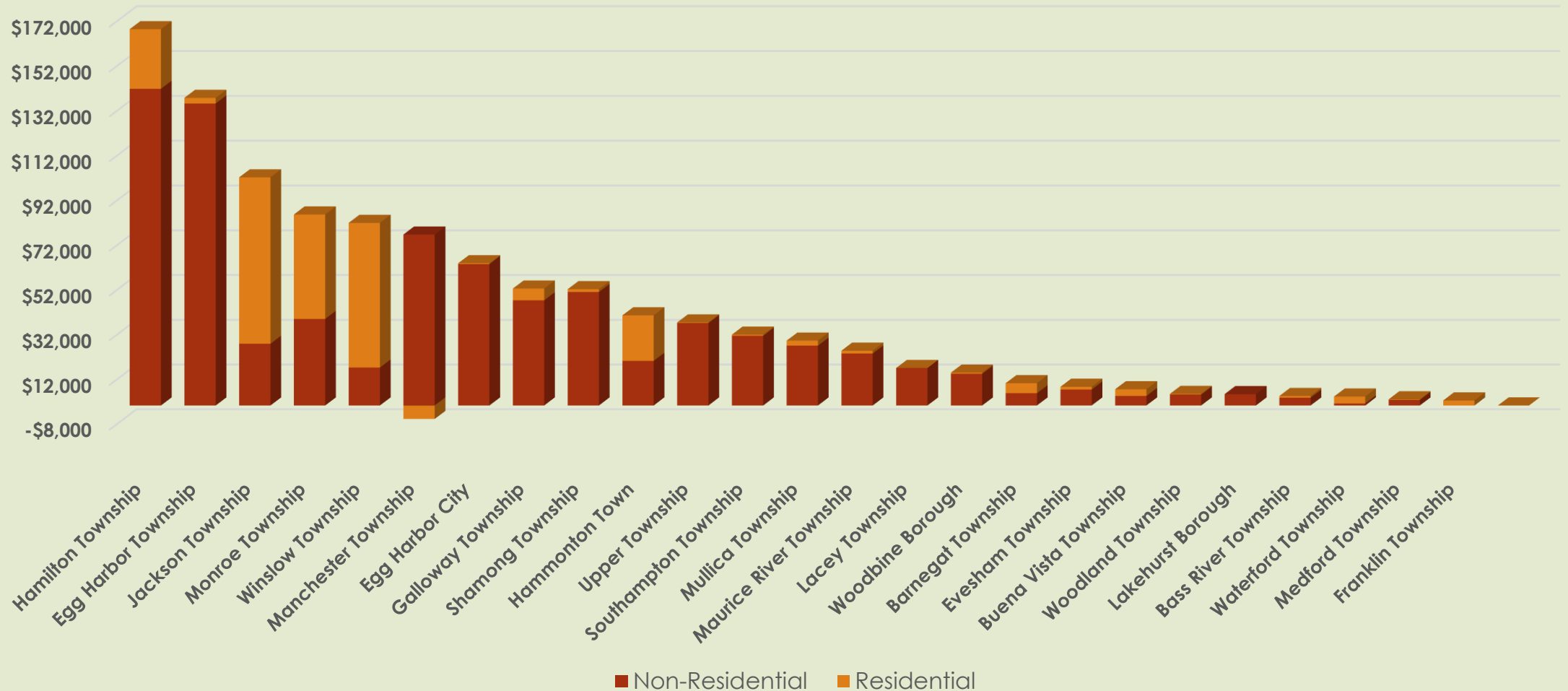


- Proportion by Application Fees
- Non-residential makes up 71% of net fees
- Infrastructure includes roads, water distribution, stormwater, sewers
- Institutional includes parking, artificial turf, & projects associated with hospitals, government facilities
- Water management is only wells & diversions
- Fewer solar and warehouse projects compared to FY22

FY 23 NON-RESIDENTIAL TOP TEN



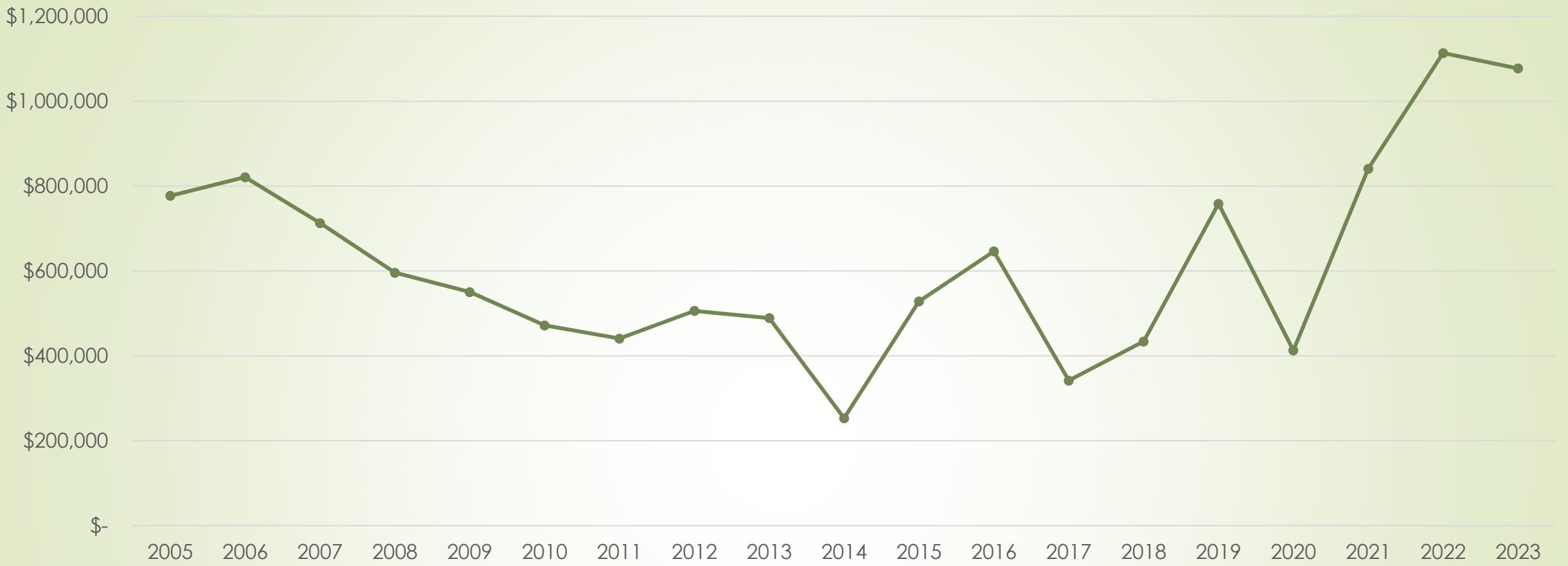
Top 25 Municipalities in Application Fees – FY23




Residential Development by Management Area

Management Area Residential Units	Sum of Units	Net Fees
Preservation Area District & Special Agricultural Production Area	0	\$0
Forest Area	12	\$3,250
Agricultural Production Area	11	\$3,340
Rural Development Area	24	\$7,859
Pinelands Village	5	\$1,500
Pinelands Town	68	\$11,153
Regional Growth Area	1,226	\$212,638
Grand Total	1,346	\$239,740

This table does not include subdivisions with no additional development, demolition of 50 years or older, or refunded fees. Mixed use developments or other development costs increase the net fees.



Annual Fee Revenues



Fee Projections – Rolling five-year estimate

- FY 23 Year-To-Date (June 6): \$1,077,325
- Average over five years (2018 to 2023): \$840,552
- Mean Net Annual since 2005: \$579,059
- Other considerations:
 - Slight decline in fees below FY22 at the same time
 - Markets and trends: warehouse saturation, cannabis industry cap, residential stabilizing
- No fool-proof method to predict fee revenue



FY2024 Fee Projection and Revenue Recommendation

Recommendation for slight increase in anticipated revenue, but below actual of FY23

Actual FY23 revenue slightly down, but still high

\$700,000

Recommendation is 16.7% below five-year average

Recommendation is 21% above mean net actual since 2005